



VIVEK KUMAR SAHU
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Naini Prayagraj U.P.

SUMMARY

A dynamic professional with 4 years extensive experience in the Tractor division and Tata motors Ltd. (Commercial vehicle) auto mobile industry sales and marketing department. Hands on experience working in fast-paced environments with changing priorities and frequent interruptions. Administrative competencies demonstrate the ability to work collaboratively and to make independent decisions.

SKILLS

Customers convincing, Team management, Sales and Marketing, market intelligence, innovate new strategy and ideas according to market status, written and good communication, Presentation skills, MS office suite, Advanced problem-solving skills to resolves complex issues, Excellent interpersonal skills.

WORK EXPERIENCES

TATA MOTORS LTD.

(SALES EXECUTIVE)

Ahmedabad Gujarat Oct’ 2019 to Present

- To identify opportunities for sales from existing customers and new customers in various application of ILCV commercial vehicles.
- To convert the opportunities into sales and achieving the sales targets assigned in the set territories
- Handling dealer network to increase commercial vehicles sales in assigned area and weekly review of pipeline DSE wise as per pipeline to generate a plan for achieving target
- Develop channel through dealer network with dealer team and develop relationship with financier and generate a lead and market competition intelligence
- To maintain an excellent and positive relationship with customer leading to TML being the preferred brand
- Provide customers with quote and close the deals
- Help and monitor the activities execution in the assigned area
- To gather market and customer information and share with the team for further action
- Identify new market and business opportunities
- Handle to the dealer team to ensure smooth operation of customer engagement and retails
- To provide competition activities information and feedback and act upon mutually discussed action plan
- To achieve monthly target

Field Officer (TAFE)

Gujarat Ahmadabad – April’2018 – Sep’2019

Aim of activity: demand generation and conversion of prospect through recommended activity and change wrong perception of prospect.

- Responsible for conducting effective field activity to execute as per SOP
To improve market share and coverage area through activity in competitor dominant area converted to competitor HP into MFHP
- To activate competitor areas

- Field activities: MMK, Massey ka kesari, MID, Demonstration, Sampark, Sampark meet, Kisan ghosthi etc.
- Advance planning for achieve target through reverse funnel as per conversion ratio.
- Solve the issues of customers for related their product.

INDOFARM EQUIPMENT Ltd.

Gujarat Saurashtra area- September2017 - March 2018

- Scouting: To hire the interested party who want to eligible for tractor business with futuristic approach.
- Generation of HP and convert into delivery ss

NANDI INITIATIVE Pvt. Ltd.

Prayagraj U.P. – July’ 2016 – August’ 2017

- I have work as a Quality Assurance Officer, maintained quality of wheat products such as Soji, Rahwa, Maida, Flour.
- Testing: Moisture, Retention, gluten

ACADMICS

- I have completed B. tech Agriculture Engineering from SHIATS in 2016 with 68%
- Intermediate completed from Sardar Patel H.S. in 2011 with 65%
- High school completed from Sardar Patel H.S. in 2009 with 64%

CURRENT STATUS

Now I am working in a TML as a Territory Sales Executive

PERSONAL DETAILS

- | | |
|------------------|----------------------------------|
| • Date of Birth | 1 st Feb 1992 |
| • Gender | Male |
| • Marital status | Unmarried |
| • Language | English, Hindi, Gujarati |
| • Strength | Fast learner, Smart working |
| | Skills, self-motivated, positive |
| | Approach towards goals |

DECLARATION

I hereby declare that the above-mentioned information is accurate to the best of my knowledge and ability

(VIVEK KUMAR SAHU)